



# DISCLAIMER

- Ideas proposed are subject to change. The Solicitation itself is the **only** document that should be relied on in determining what the Navy's requirements are.

# *Support Services Acquisition Program Office (SSAPO)*



Brief to Industry

26 April 2000



# AGENDA

- Introduction
- NAVSEA Executive Committee Decision
- Challenges
- Savings Toward the Wedge
- Metrics
- NAVSEA02 Web Site
- Follow-on Questions, Comments, or Feedback
- Questions *and* Answers



# INTRODUCTION



Mr. Pat Tamburrino  
Deputy for PEO Submarines



# PURPOSE

- Provide update since last forum
- Review NAVSEA Executive Committee Decisions
- Outline Plans to achieve Objectives

➥ *Questions entertained following brief*



# OBJECTIVES

- Contribute to NAVSEA's share (\$1.0B) of the NAVY's \$5.0B Competitive Sourcing Wedge
  - ➥ \$250M from PSS (FY01 -05)
- Meet PSS needs of PEO/Directorates (PEOs/D)



# NEC DECISION

- A working group has been established to set up Multiple Award Contracts (MACs), develop a detailed transition plan for existing Professional Support Service (PSS) contracts, and develop a follow-on implementation plan

## ↳ *The Working Group*

- Support Services Acquisition Program Office (SSAPO)



# SSAPO PROGRAM OFFICE

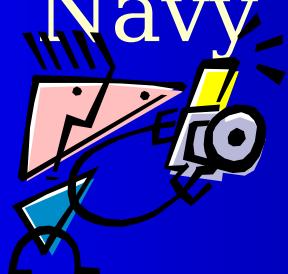


Mr. Jim Bailey  
SSAPO Program Manager



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*Snapshot as of today...*



# NEC DECISIONS

- SSAPO shall set up MACs, transition plan, and follow-on implementation plan
- PEO/Directorates (PEOs/D) will perform integration analysis
- NAVSEA to address the 1% surcharge on services procured from GSA



# NEC DECISION #1

- SSAPO shall:
  - ↳ *Set up the Multiple Award Contracts (MACs)*
  - ↳ *Develop a detailed transition plan*
  - ↳ *Develop follow-on implementation plan*

**Note:** *MACs as used herein are only intended for NAVSEA use.*



# CONCEPT

- Multiple contractors/teams awarded IDIQ contracts in each of the following functional areas
  - *Program Management*
  - *Engineering*
  - *Logistics*
  - *Financial Management*





# CONCEPT

- Contracts awarded March 2001
- Plan to Issue a Draft RFP
- Fixed Price Task Orders
- Meet (*or exceed*) NAVSEA Small Business Goals



# MULTIPLE AWARD CONTRACTS



- ↳ Contractors can win awards in multiple/all disciplines,
- ↳ Contractors bid on only functional areas they choose, and are able to support, and
- ↳ MAC awards guarantees a minimum, and sets a maximum for each winning contractor or team



## HOW MANY CONTRACTS WILL BE AWARDED?

- We are proposing several contracts in each functional area, including contracts for:
  - ➥ *Small Business, and/or*
  - ➥ *Small Disadvantaged Business*



# INITIAL IDIQ CONTRACT SELECTIONS?

- Required Source Selection Criteria:
  - ↳ *Price*
  - ↳ *Past Performance*
  - ↳ *Subcontracting Plan (Large Businesses only)*
- Potential discretionary source selection criteria:
  - ↳ *Technical/Corporate capability (Depth)*
  - ↳ *Experience supporting multiple NAVSEA programs (Breadth)*



# DETAILED TRANSITION PLAN

- Inventory PSS Contracts:
  - *Scope*
  - *Government POC*
  - *\$ Value*
  - *Option dates and contract expiration*
- Coordinate effort with the Integration Analysis



## WHAT ABOUT EXISTING CONTRACTS?

- Transition Plan will:
  - *Respect the integrity of current contract*
  - *Allow program team to determine transition of that vehicle*



# TRANSITION PLAN

- *Transition to MACs as preferred method*
- If MACs don't meet need:
  - *GSA Schedules*
  - *Other NAVSEA contracts*
  - *Other Agencies' contracts*
  - *New contracts*



# FOLLOW-ON IMPLEMENTATION PLAN

- Follow-on implementation plan will:
  - *Provide internal task order process*
  - *Include metrics*



## NEC Decision #2

- *PEO/Directories (PEOs/D) will perform integration analysis and certify their PSS requirements to SEA00*

# A NEW PARADIGM

## Horizontal & Vertical Requirements Integration



- We have traditionally bought “down” the functional stovepipes
- We now have to integrate down and across for maximum efficiency



# INTEGRATION ANALYSIS GOAL?

- PEOs to review all support service contracting.
  - ➥ *Search for ways to streamline requirements*
  - ➥ *Eliminate redundancies*
  - ➥ *Certify Task Orders*
  - ➥ *Identify savings toward the wedge*



## NEC Decision #3

- SEA 00 should request a lower surcharge on services procured from GSA
  - ➡ *Reduce the 1% companies pay GSA for NAVSEA work*
  - ➡ *Issue under discussion with GSA*



# CHALLENGES

- Paradigm shift from cost type level of effort to fixed price completion
- Minimums in the IDIQ awards
- Integration analysis will require intensive effort across the PEOs/D



# SAVINGS TOWARD THE WEDGE

- Measure internal savings by new process of contracting for PSS
- Savings through task order competition
- Savings through PEO/D integration analysis



# METRICS

- Cost Savings
  - ➥ *Internal*
  - ➥ *Integration Analysis*
  - ➥ *Competition of Task Orders*
  - ➥ *Cycle Time*
- Customer Satisfaction
- Small and Socioeconomic Programs



# NAVSEA 02 WEB SITE

## NAVSEA WEB PAGE



*<http://www.contracts.hq.navsea.navy.mil>*

- Located on the “Contracts Directorate” homepage under “Hot News”
  - ↳ *Questions and answers from previous industry forum*
  - ↳ *Information from the CEWG*
  - ↳ *This presentation*



# FOLLOW-ON COMMENTS... or QUESTIONS?

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# QUESTIONS *and* ANSWERS

